

Electrosoft

YEAR IN 2019 REVIEW

SHARING HIGHLIGHTS OF OUR 2019

Traditionally, the end of one year and the beginning of another is the perfect time to reflect on the past and plan for the future. As we look back on 2019, it was an extraordinary year marked by growth and accomplishment on every level. Results exceeded expectations, placing Electrosoft well on the strategic path toward \$50 million per year in revenue and a staff of 250 by the conclusion of 2022. As we prospered, we also acted on the social responsibility imperative we feel and benefited the community in tangible ways.



Our strategic growth plan for 2019 established challenging quantitative and qualitative goals. Electrosoft surpassed them all.

Won Positions on Four, Highly Sought Government Contracting Vehicles

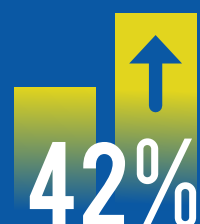


40 Active Contracts
in 2019!

YoY Revenue
Increase



YoY Staff
Growth



CUSTOMERS

KEEPING CUSTOMERS SATISFIED



AVERAGE CPARS RATING



CPARS SCORE: 4.56

Customer Service and Excellence are Core Values that are central to Who We Are as a company. No matter how much we grow we intend to remain true to all of our core values.



"Team is providing phenomenal support.... Truly appreciate...the team's hard work and eagerness to tackle the challenges!"

ADVANCING THOUGHT LEADERSHIP

Sharing knowledge and ideas is the best way to build credibility, trust and respect. Our subject matter experts contributed insights to articles, wrote blogs, published bylined articles, spoke at high-profile industry conferences and appeared on television.



WINNING ACCOLADES

Having outside panels of experts review your credentials and judge you to be among the best is at once humbling and a point of pride. 2019 was marked by the receipt of many prominent awards honoring our growth, industry position, leadership and more.



Electrosoft Makes WBJ's 2019 Top 75 Fastest Growing Companies List



Washington Business Journal 2019 Minority Business Leader Award



FedHealthIT 2019 Impact Award



Inc. 5000 Fastest-Growing Privately Held Companies in the U.S



2019 Distinguished Alumnus Award



2019 Women Contractor Award: Stellar Award



**Northern Virginia Technology Council
2019 Tech 100**



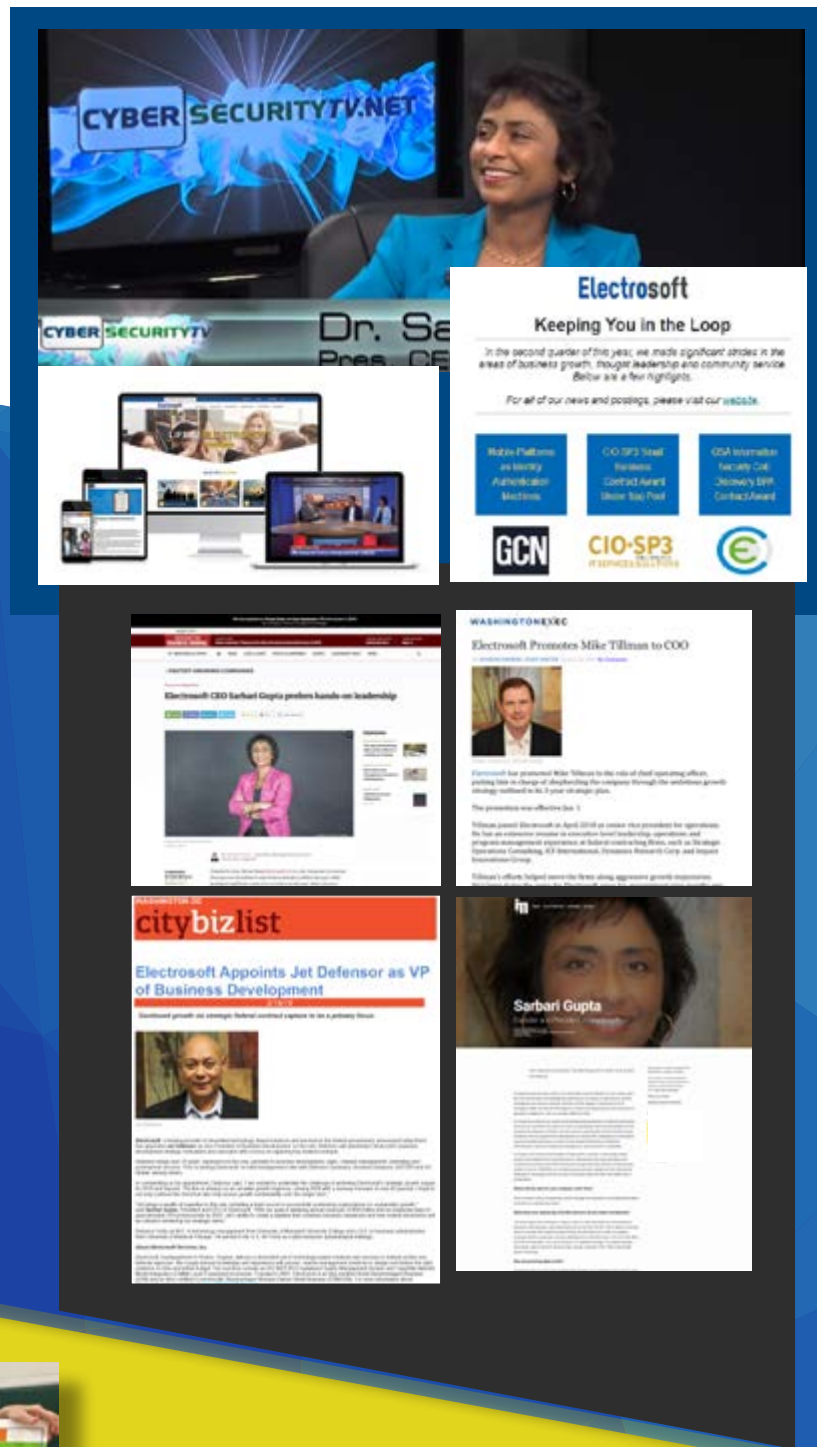
2019 Top 10 Small and Emerging CEOs to Watch

MAKING NEWS

REACHING OUT

Through our website and social media platforms we seek to keep our stakeholders and our public informed of who we are as a company and the inroads we're making as a government contractor. Across 2019, we refreshed our website's look and feel and added content almost daily. We shared news frequently via LinkedIn and Twitter. We participated in two webcasts. We even launched a quarterly newsletter that has nearly 1,000 subscribers. Our public noticed. Website sessions increased by 126% over 2018 levels, while the number of users rose 108%. Our LinkedIn and Twitter followers increased by 30% and 50%, respectively. Our strategic marketing and public relations efforts netted over 140 media mentions in business and trade publications derived from many initiatives, including issuing over 20 press releases.

GIVING BACK



From volunteering to charity walks to teaching to speaking to inspire tomorrow's leaders, Electrosoft staff gave back to the communities in which they live and work during 2019. The logos and pictures capture just some of the activities where staff shared their time and talents.

